

<b>Software Description</b>	<b>DIR Discount % off MSRP</b>
AlertLogic	30.00%
Atlantis Software	10.00%
Carbon Black	8.00%
Checkpoint	39.50%
ExtraHop	10.00%
Fluke	17.00%
Imperva	10.00%
Imprivata	3.00%
Palo Alto Networks(Mobility)	25.00%
Palo Alto Networks (Global Protection) SWOnly	25.00%
Palo Alto Networks (Wildfire Det/Prevention Subscription)	25.00%
Palo Alto Networks SW, Virtual	23.00%
Riverbed	19.00%
TripWire	13.75%
Vmware Government	24.50%
Vmware Government - vSphere	21.50%
Vmware Academic	51.00%
Vmware Academic - vSphere	49.50%
Sophos	22.00%
<b>Related Services Description</b>	<b>DIR Discount % off MSRP</b>
AlertLogic	7.00%
Atlantis Services	8.00%
Carbon Black	8.00%
Checkpoint	5.50%
ExtraHop	5.00%
Fluke	4.00%
Imperva	4.00%
Imprivata	3.00%
Palo Alto Services	9.00%
Riverbed	12.00%
TripWire	2.25%
Vmware Government	24.50%
Vmware Government - vSphere	21.50%
Vmware Academic	51.00%
Vmware Academic - vSphere	49.50%

**Important Note: Vendor's quote to DIR customers shall include the DIR Administrative Fee. The fee will be added after the discount is applied to the MSRP.**